

Message Text

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ACTION COME-00

INFO OCT-01 EA-06 ISO-00 EB-07 NEA-09 /023 W

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R 191008Z FEB 75

FM AMEMBASSY KUALA LUMPUR

TO SECSTATE WASHDC 9064

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E.O. 11652: N/A

TAGS: BEXP, MY

SUBJ: MAJOR PROJECT: MALAYSIAN PETROCHEMICAL COMPLEX
AND OIL REFINERY (PETROGAS)

REF: A. STATE 030194; B. STATE 010372; C. KUALA LUMPUR 0152

1. DIRECTOR, NEGRI SEMBILAN STATE DEVELOPMENT CORP.,
WHO INVOLVED IN PLANNING, SAYS PETROGAS CURRENTLY TRYING
ARRANGE FINANCING FROM MIDDLE-EAST COUNTRIES (REFTEL C),
BUT NO FIRM COMMITMENTS TO DATE. LOCAL FINANCING ALSO
NOT SET AT THIS TIME. U.S. COMPANY, WHICH BELIEVES
WILL BE AWARDED ENGINEERING CONTRACT, SAYS THEY HAVE
NO NEW INFORMATION ON PROJECT SINCE REFTEL C.

2. EMBASSY UNDERSTANJJ THAT PETROGAS SOLELY RESPONSIBLE
FOR AWARDED ENGINEERING CONTRACT BECAUSE PROJECT CON-
SIDERED TO BE PRIVATE COMMERCIAL VENTURE AND NOT
SUBJECT NORMAL MALAYSIAN GOVT TENDER BID PROCEDURES.

3. EMBASSY ALSO HAS DISCUSSED PROPOSED PETROCHEMICAL
COMPLEX WITH SEVERAL U.S. COMPANIES EXPERIENCED IN
BUILDING PETROCHEMICAL PLANTS WORLDWIDE. THESE COM-
PANIES HAVE EXPRESSED SDEPTICISM ABOUT COMMERCIAL
FEASIBILITY OF PROJECT. SEVERAL SIMILAR PROJECTS
REPORTEDLY BEING UNDERTAKEN IN MIDDLE EAST AND U.S.
COMPANIES DOUBT MALAYSIAN PROJECT WOULD BE COMPETITIVE
IN WORLD MARKETS WITH MIDDLE-EAST PLANTS.

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4. IF U.S. COMPANIES INTERESTED IN PROJECT, THEY

SHOULD CONTACT DIRECTLY T. JAYADENAN, VICE CHAIRMAN
AND CHIEF EXECUTIVE, PETROGAS, 8 LORONG U THANT SATU,
KUALA LUMPUR 16-04, TELEPHONE: 647014, CABLE: PETROFIN
KUALA LUMPUR, TELEX: MA 30314 MAPEC.
UNDERHILL

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